



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Contract Award for Radio Maintenance Agreement

MEETING DATE: February 16, 1994

PREPARED BY: Assistant City Manager

RECOMMENDED ACTION: That the City Council adopt the attached resolution awarding a one-year contract for maintenance and repair of the City's radio communications equipment to the second low bidder, Motorola Communications and Electronics of Stockton in the amount of \$35,898. It is also recommended that the contract be renewable annually by mutual consent of the parties.

BACKGROUND INFORMATION: For a number of years, each individual department has had contracts with Motorola Communications and Electronics for the maintenance and repair of radio communication equipment. The sum total of these contracts is \$35,981.40. The figure does not include Dial-A-Ride radios, as they presently are on warranty. At the Town Hall meetings it was suggested that savings could be made by a consolidated bid.

On November 3, 1993 the City Council approved specifications and authorized advertisement for bids for maintenance and repair services for the City's radio communications equipment including Dial-A-Ride.

Bid packages were sent to six companies; three responded. Bids were opened on November 30, 1993 with the following results.

<u>Bidder</u>	<u>Monthly Charges</u>	<u>Annual Charges</u>
Lagorio Communications	\$2,945.10	\$35,341.20
Motorola Communications	\$2,991.50	\$35,898.00
General Communications	\$4,101.00	\$49,212.00

Although Motorola's proposal is \$46.40 per month, or \$556.80 per year, higher than Lagorio's bid, staff believes that Motorola's depth of experience and larger technical staff (12 technicians to Lagorio's two) makes it the better choice in assuring continued maximum uptime and reliability of the City's communications systems. Because of the critical nature of police and fire departments' communications, and the importance of reliable communications in

APPROVED

THOMAS A. PETERSON
City Manager



RECYCLED PAPER

maintaining the City's utility systems and infrastructure, maximum reliability is the single most important factor in assuring that the City's departments can continue to respond quickly to the public's needs. Staff believes that Motorola is currently better positioned to provide that necessary level of reliability and recommends that, in the City's best interest, Motorola be retained as the City's radio equipment maintenance and repair contractor.

However, it is also believed that Lagorio will continue to gain experience in the fields of maintenance and technical support and will in the future bring a competitive presence to a field in which we believe Motorola current holds the edge in experience and depth of technical expertise.

The question has been raised of the desirability of self-insuring — i.e. maintaining all or a portion of the system on a time and materials basis. There is the potential for savings; however, there are risks. Quick response certainly is put in jeopardy — the customer would be just that, a customer, and would take their place in line for services, whereas a client would have first demand on services. There is also the tendency to not have minor adjustments made or to defer maintenance under the guise of "saving money." When this happens, the system gradually deteriorates or when repairs are made they cost more than if the equipment received ongoing maintenance. Under no circumstances could we recommend placing the backbone system — bases stations, consoles, repeaters and the like — on a time and material basis. Likewise we would be reluctant to put public safety radios on a time and materials basis.

Both Motorola and Lagorio have indicated their bid prices would be good on the basis that they would maintain the backbone system and that the other radios be put on a time and material basis. Lagorio's charge per hour is \$65.00 and Motorola's is \$75.00 for time and material work. It is difficult to determine the amount which potentially could be saved by maintaining radios on a time and material basis. If we placed the mobiles and portables used by Public Works, Electric Utility, Parks & Recreation, and Dial-A-Ride on time and material basis we could reduce the Lagorio bid by \$870.35 and the Motorola bid by \$945 per month. However, when radios need repair or adjustments the cost for repairs will reduce the potential savings.

We have not collected adequate data to make an estimate of any savings; therefore, I suggest that we award the contract to Motorola on a one-year basis and then collect the necessary data — primarily the times that calls were made for mobiles and portables and the work done — for one year and then make a determination as to the most cost effective approach.

FUNDING: Current department budgets provide funding for radio equipment maintenance.

Respectfully submitted,



Jerry L. Glenn
Assistant City Manager

JG:pn

RESOLUTION NO. 94-23

=====

A RESOLUTION OF THE LODI CITY COUNCIL
AWARDING A ONE-YEAR CONTRACT FOR MAINTENANCE AND REPAIR
OF THE CITY'S RADIO COMMUNICATION EQUIPMENT

=====

WHEREAS, in answer to notice duly published in accordance with law and the order of this City Council, sealed bids were received and publicly opened on November 30, 1993 at 11:00 a.m. for a one-year contract for maintenance and repair of the City's radio communications equipment, described in the specifications therefor approved by the City Council on November 3, 1993; and

WHEREAS, said bids have been compared, checked, and tabulated and a report thereof filed with the City Manager as follows:

<u>Bidder</u>	<u>Monthly Charges</u>	<u>Annual Charges</u>
Lagorio Communications Manteca	\$ 2,945.10	\$35,341.20
Motorola Communications Stockton	\$ 2,991.50	\$35,898.00
General Communications Stockton	\$ 4,101.00	\$49,212.00

WHEREAS, The City Manager recommends that award of the one-year contract for maintenance and repair of the City's radio communications equipment be made to the second-low bidder, Motorola Communications and Electronics, Stockton;

NOW, THEREFORE, BE IT RESOLVED, by the Lodi City Council that award of the one-year contract for maintenance and repair of the City's radio communications equipment be and the same is hereby awarded to Motorola Communications and Electronics, Stockton, the second-low bidder, in the amount of \$35,898.00.

Dated: February 16, 1994

=====

I hereby certify that Resolution No. 94-23 was passed and adopted by the Lodi City Council in a regular meeting held February 16, 1994 by the following vote:

Ayes: Council Members -

Noes: Council Members -

Absent: Council Members -

Jennifer M. Perrin
City Clerk

94-23

RESOLUTION NO. 94-23

A RESOLUTION OF THE LODI CITY COUNCIL
AWARDING A ONE-YEAR CONTRACT FOR MAINTENANCE AND REPAIR
OF THE CITY'S RADIO COMMUNICATION EQUIPMENT

WHEREAS, in answer to notice duly published in accordance with law and the order of this City Council, sealed bids were received and publicly opened on November 30, 1993 at 11:00 a.m. for a one-year contract for maintenance and repair of the City's radio communications equipment, described in the specifications therefor approved by the City Council on November 3, 1993; and

WHEREAS, said bids have been compared, checked, and tabulated and a report thereof filed with the City Manager as follows:

<u>Bidder</u>	<u>Monthly Charges</u>	<u>Annual Charges</u>
Lagorio Communications Manteca	\$ 2,945.10	\$35,341.20
Motorola Communications Stockton	\$ 2,991.50	\$35,898.00
General Communications Stockton	\$ 4,101.00	\$49,212.00

WHEREAS, the City Council determined that only the radio communications backbone system and radios assigned to public safety shall be put on a maintenance contract.

WHEREAS, a recalculation of individual bid prices would make the low bidder Motorola Communications and Electronics.

WHEREAS, the City Manager recommends that award of the one-year contract for maintenance and repair of the City's radio communications equipment to Motorola Communications and Electronics, Stockton, California; and

NOW, THEREFORE, BE IT RESOLVED, by the Lodi City Council that award of the one-year contract for maintenance and repair of selected radio communications equipment be and the same is hereby awarded to Motorola Communications and Electronics, Stockton, California.

Dated: February 16, 1994

I hereby certify that Resolution No. 94-23 was passed and adopted by the Lodi City Council in a regular meeting held February 16, 1994 by the following vote:

Ayes: Council Members - Davenport, Mann, Pennino and Snider

Noes: Council Members - Sieglock (Mayor)

Absent: Council Members - None


Jennifer M. Perrin
City Clerk

94-23